

FIRST QUARTER 2019  
COMMERCIAL

# real estate

## REVIEW



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WILLIAM M. GLADSTONE, CCIM, SIOR

## What if you take control?

In most cases, you will make the best use of your time and have the highest probability of closing an event if you take control from the beginning. You want to be able to guide the course of events so that you can follow through and make sure your transaction, presentation, or other event comes to a focused and successful ending. As easy as that sounds, it takes a combination of finesse, perseverance, knowledge, and experience.

You must understand the chemistry between you and the others involved. You need to be continually assessing that situation and constantly making appropriate adjustments.

Over the years I have seen situations where people have interpreted "taking control" in a variety of ways. Some people think it means doing the talking and directing people to accomplish certain items within specified periods of time. Some assume that having control is talking more than anyone else in the room, and some believe it means talking over everyone else. And then there are those who believe having control is obtaining the most and best information about the current situation.

Remember, people enjoy engaging with and helping others. The way individuals approach certain issues is different. Your challenge (it can be done) is to realize what each individual needs to get their highest level of participation. Once you do that, you are in control.

Keep in mind, as you try to bring others with you in solving the concerns, you want them to engage and help you with the issue. Generally, engagement is easier and offers a higher probability of a successful ending in a reasonable period of time versus "powering through it" by yourself.

But you need to find your own approach. Just because I find my best results one way does not make it right for you. Spend the time it takes to figure out your best way to be in control when that needs to happen.

Once you have control, use it to your advantage, so that people continue to listen to you and respect your position. Chances of a successful transaction increase dramatically by keeping everyone focused on the outcome. Not only do you close the event, you leave a favorable impression. In the future they will look forward to working with you again. You only help yourself by staying in control and making people glad that you are.

Years ago, there was an agent in my office who asked if he could shadow me for the day. I asked for what purpose? He wanted to learn more about what I do so he could also do it to move his career along faster. I told him I'd be glad to oblige, but he wouldn't have to do it for a full day, perhaps only my first two appointments.

The first was a listing presentation. That went rather well and I got the listing. Next was an on-site meeting in a space for which a lease proposal had been signed. The tenant and landlord were both there. I wanted to make sure we clearly understood every business term in the three-page proposal before we proceeded to spend money having attorneys prepare and provide comments to their clients. Asking very specific questions and listening to the answers while keeping both parties on topic were essential to getting that meeting to a short and successful conclusion.

After those two meetings, I asked the agent what he learned. He named a few of the more obvious items: knowledge, finding the right space for the tenant, and listening... all were important. "Taking control" eluded him and I expected that. Until you go through various scenarios a number of times you don't generally prepare for it. But if you want to maximize your rate of success and minimize your time in any one deal, I would suggest taking control from the beginning has a lot to do with it. *Good luck!*

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*Commercial Real Estate Review* is produced four times per year by the Bill Gladstone Group of NAI CIR to serve the region's business, commercial and industrial real estate decision makers.

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Cover Photo: Joe Cicak  
Publication Design: Gmuender Designs  
Print and Mailing: Hotfrog Print Media

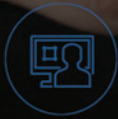
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# DUE DILIGENCE


## FOR ACQUISITIONS



DEVELOPMENT







Due diligence is the critical phase of investigatory work that determines whether or not your deal can move to the next phase, be it approvals or zoning phase in land development or the closing period for an acquisition.

This critical period, while negotiated as part of the purchase and sales agreement, can often be compressed. Buyers will have an enormity of information to gather and analyze prior to the expiration of this period. The essential element of this period expiring is typically centered around a posted deposit becoming nonrefundable. It will be money well spent to engage a set of professionals who can not only meet your timeline, but provide valuable guidance during the analysis of this information.



Investors pursuing financing for a purchase will have to meet requirements by lenders or equity partners. It is important to use the due diligence period to make a thorough determination and establish the highest level of confidence in the purchase. Once the deal is closed, the buyer has to live with the purchase.

The purchase and sales agreement should include an exhaustive list of potential items a seller may possess, when these materials should be turned over, and how they should be delivered. This period, typically three business days, is adequate time for a seller to turn over these materials considering the property is listed for sale.

Let's explore the due diligence period for an acquisition of an existing building and where to focus efforts during this limited period. Due diligence professionals include those providing property condition assessments, environmental site assessments, title examinations, survey examinations and updating, zoning verifications, building and hazardous materials collection and analysis, and building systems analysis.

### Property Condition Assessment (PCA):

The PCA is a visual examination of the property which is complemented with information provided by the seller via questionnaire. Further, previous reports and other due diligence materials provided by the seller will be examined. These assessments can typically be completed in 15 days or as quickly as 10 days, which may come at a premium.

These reports will be logically structured but can be over 100 pages depending on the age and complexity of the property and the number of issues identified during the assessment. These assessments will range in price from \$3,500 to \$10,000 depending on the property type, complexity, and size. It is important to remember to disclose to the professional whether you are pursuing financing and/or equity partners to ensure the report meets these standards.

### Phase I Environmental Site Assessment (ESA):

The environmental site assessment involves both a site survey and research of databases to determine any past or existing environmental concerns. This assessment is also complemented by disclosure of any known issues by the property owner. Further, the assessor will review any pertinent due diligence materials provided by the seller as part of the purchase and sales agreement.

These assessments can be completed within the same time period as the PCA and typically cost \$2,000 to \$2,500. These reports are again logically structured and typically much shorter than the PCA, although this depends on the number of issues encountered, which will depend on the past use of the property.





### Phase II ESA:

This assessment is only completed should a Phase I ESA result trigger this requirement. This assessment is typically focused on a specific issue such as an existing hazardous condition, like an identified spill which may lead to groundwater concerns. While the requirement for these assessments is typically limited, it remains a possibility. These assessments will be more extensive and time consuming and cost significantly more than the Phase I ESA. It is vital to get out ahead of any issue that may trigger this requirement to determine if completing the assessment can be accomplished within the agreed upon due diligence period.

### Title Examination:

Buyers need a title commitment, which is a future promise to provide a title insurance policy upon closing. Title examination complexity and period will depend largely on the availability of property records held by the county recorder of deeds. Record keeping varies by county.

The title company hires a researcher to search available records. This may require the researcher to visit the county property record repository to pull records manually and make photocopies for the title company. Title companies typically require examinations to go as far back as the 1950s, but this will depend on the county searched and the number of times a property has transferred. Once the researcher compiles all pertinent records, they are turned over to the title company for examination. At the conclusion of the

examination, the title company will issue a commitment based on its findings. It is critical the Schedule B of the title commitment is thoroughly examined for exclusions and issues concerning the commitment. While it costs the title company the fees for the researcher and internal examination time, the title company cannot charge a fee for a title commitment. Title policies fall under the purview of insurance and therefore fees cannot be charged to establish a policy, but only for the policy itself at the time the policy is bound.

### Zoning Verification:

It is critical to have a professional review the zoning of the property, any existing or potential future conflicts, and conformity with current zoning ordinances. Unfortunately, this is often overlooked. While this is typically not an issue for the property, there are times when zoning may have been changed and the property falls into a non-conforming use category (some refer to this as “grandfathered”). The zoning of the property conflicts with the use and therefore the property is governed under the non-conforming use regulations of the zoning ordinance.

One issue that can threaten a non-conforming property is periods of abandonment. If the property is considered abandoned for a consecutive 6-month period, the “grandfathered” use could be disqualified from future use and the owner forced to redevelop the property to a conforming use. One example would be if a buyer purchases an industrial building that has been abandoned for over six months and is forced by the municipality to redevelop the property to a conforming use, say retail.

These examinations are typically inexpensive, \$1,500 to \$2,500, but should be reviewed by a land use attorney who is familiar with the zoning history of the municipality. This is an enormous assumption that has the potential to bury a successful acquisition.





## Building and Hazardous Material Assessment:

These are additional assessments that may not be required by the Phase II ESA, but the buyer will want to get a handle on. The best example is asbestos containing materials (ACMs). These materials can still be found in buildings of certain vintages, for example in insulation and roofing materials. If the plan is to use the building without alteration, then ACMs may pose little if any issue. If the plan involves any level of renovation requiring demolition of areas of the building that contain ACMs, there are special mitigation procedures that need to be followed to contain the release of these materials. This could add unanticipated costs to renovations. These costs should be quantified to ensure the investment is not compromised by a required additional cost. This assessment and report can cost between \$1,500 to \$5,000 depending on the number of samples taken.

## Building Systems Analysis:

Building Systems Analysis: These assessments are completed by specialized vendors in each building category. The following systems to consider assessing are HVAC, plumbing, electrical, fire sprinkler, roof, and utility connections. These vendors can be paid by the hour, but some, such as roofers, perform these types of inspections so regularly they establish a flat fee, which is around \$2,500.

## Looking at the listed systems above let's review some pertinent points of each:

- The air handlers of the HVAC system should be assessed for age, maintenance history, and remaining service life. Further, it is a good idea to ask the tenants their level of comfort to assess if the system is performing well during the peak seasons of summer and winter. Replacing air handlers can reach well into the tens of thousands of dollars, so it is a good idea to have a handle on when replacing them will be necessary during the holding period of the property.
- Plumbing should be assessed to ensure all fixtures have adequate water supply pressure and that there are no issues with underground sewer connections.
- The electrical system should be reviewed for its code compliance and, if time and budget permit, an infrared scan of all building electrical panels should be completed. These scans can run from \$5,000 to \$15,000 based on the number of panels being scanned. The report should categorize each panel based on the level of immediacy of repair. Electrical repairs could reach into the high tens of thousands of dollars. It is rare that owners make scanning the electrical system a priority, so it is likely several years have passed since the system was thoroughly evaluated.
- The fire sprinkler system is a system that can pose a significant issue in the operation of a building, specifically in warehouses. This system should be evaluated by a fire sprinkler engineer or NICET certified fire sprinkler vendor. When it comes to storage, many older systems (those built in between the 1970s and into the 1990s) may only be adequate for





minimal storage heights depending on what is being stored in the building. If the building is restricted to minimal storage height and there is no existing racking storage system with in-rack sprinklers installed, then the clear height storage of the warehouse will be for nothing. Further, fire sprinkler heads are required to be tested for performance at 50-year intervals. If the testing reveals the heads are not performing to standard, all of the heads will need to be replaced which could cost \$0.50 per square foot. The cost to replace or upgrade a system to a modern standard is between \$2 to \$3 per square foot. Evaluating the performance of the system and its adequacy for the intended use is critical to incorporate into the capital plan during the holding period. While it may not be an overwhelming capital cost, the tenant disruption and coordination issues could prove significant.

- Roofs are significant systems that reach the top of the list during due diligence. The cost to replace a roof can reach up to \$7 per square foot. This cost raises the concern of any owner because it is a significant capital cost. It is best to have a roofing professional complete a visual roofing inspection along with taking coring samples. It is crucial to figure out the age of the roof, any warranty period remaining, and whether or not the roof on the building is an overlay on the original roof. By code, roofs can only be overlaid once, meaning there is a maximum of two roofing systems that can be in place at one time. This is why the core sample is so important because there is a large dollar difference (\$3 per square foot versus up to \$7 per square foot) between overlaying a new roof and ripping out an existing roof and replacing it completely.

- Utility connects and services should be evaluated. It may be assumed a building is serviced by natural gas to find out later it is not. Also, it is good to figure out the capability of the existing utilities (e.g., electric, water, and sewer) should you get a manufacturing tenant who requires significant electric and water supply. Complementary to water supply is sewer which is based on an established use of the property. Increasing the water use will increase the demand on sewer and may require the purchase of additional sewer discharge units. Finally, the ability to upgrade utilities is a positive marketing aspect that can make the difference in attracting a tenant.

Due diligence is a critical phase in the analysis of a significant investment and establishing the confidence of the investors and lenders. How this period is planned, executed, and managed is critical to meeting the agreed upon period set forth in the purchase and sale agreement. While buyers can request the extension of a due diligence period, many sellers are reluctant because of the loss of valuable time while the property is off the market under agreement. If the deal is going to go sour, the seller wants to know quickly. Finally, it's all about reputation in the marketplace. Establishing among sellers and market professionals your ability to perform and perform well yields continued exposure to future deals. 😊



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## Popularity of Retail Near College Campuses

A quick bite to eat between classes; a new jacket for this weekend's football game; a coffee for study group; a midnight snack on the way home from a party; or medicine for a first flu away from mom and dad. This is just a small glimpse of the things college students need that make retail locations close to college campuses so successful.







Certain types of retail are more conducive to the college scene, with restaurants taking the lead and pharmacies being a close second. Supermarkets and department stores, or so-called superstores, are also popular near campuses.

### Restaurants: Convenience and Affordability

Speed of service is a top priority for college students, as is affordability. Restaurants like Chipotle, Which Wich (which has nearly 30 stores on campuses), and Panera (found at many colleges, including two on the Rutgers University campus) have become student favorites for their in-and-out approach, allowing students to pick up coffee, lunch, or dinner on the run. Chipotle, famous for its quick, assembly line-style Mexican cuisine, can be found near colleges in most states. At the University of Maryland, the second-highest grossing Chipotle in the country is only a few-minute walk from campus, and it is only about a 10-minute drive to two additional locations.

Buffalo Wild Wings is another popular brand, offering a "Fast Break Lunch," a limited menu designed for quick service. They are popular near college campuses with large sports programs, with dozens of TVs playing college sports. The 10% discount with a student ID doesn't hurt.

Other restaurants also provide student discounts, like Dunkin' Donuts (over 65 campus locations and many more just off campuses throughout the U.S.), Subway (more than 600 locations on college campuses), and Chick-fil-A (nearly 300 college locations, including multiple locations on some campuses, like Temple University whose student meal plan includes two Chick-fil-As).

As an additional draw, some restaurants, like Chipotle and Starbucks, offer work-study programs and tuition assistance for student employees at their locations near campuses.





## Coffee Break

Starbucks seems to be the college student go-to when it comes to coffee and baked snacks. As is the trend at many colleges, Towson University has one Starbucks directly on campus and a second within walking distance. Temple University has three Starbucks locations on or right outside of campus, and Rutgers has two storefronts and a mobile Starbucks on campus, all of which participate in the university meal plan.

In addition to proximity and speed of service, comfortable seating and free Wi-Fi add to the Starbucks attraction. Real estate professionals all over the country are taking note. Developer Larry Liebowitz owns a Starbucks location near the College of Central Florida in Ocala. "There are three Starbucks in Ocala, yet the market is strong enough near the college to justify another, larger location with outdoor space, a drive-thru, and even wine and beer service," he said. Signe Diaz, a junior at Marymount Manhattan College in New York City, said that even in a city packed with coffee shop options, there is a Starbucks right on campus.





## Late Nite Dining

Other businesses have attracted college students with extended hours and participation in on-campus activities. Insomnia Cookies, which has 145 campus locations and counting, often tops the list of campus late-night favorites. With delivery of warm cookies, ice cream, brownies, and even cold milk to college dorms until 3 a.m., business is booming. They also distribute free cookies in student unions and their products at college recruitment events. Dev Bradham, marketing representative for Insomnia Cookies at Penn State University said, "The main focus of my job is to give free cookies away to students, groups, events, and organizations to help spread the word for the brand at the university." Insomnia chooses college campus locations primarily because "there is so much late-night activity ranging from people ordering during a long night studying, all the way to college students stopping in the store after a fun night out partying," said Bradham.

With a similar mentality, Jimmy John's stays open until 3 a.m. on Saturdays and Sundays near college campuses. Rachel Larkin, a sophomore at Ithaca College, said there are numerous late-night spots that Ithaca students frequent, including Insomnia, Dunkin Donuts, Taco Bell, and various small local restaurants that stay open late to accommodate the college student schedule.

## Other Shopping

Aside from restaurants, there is plenty of other retail on or near campuses. Many companies now offer online ordering and quick pick-up. Stores like Amazon and Target have adjusted their business models to draw in college students. In 2018 alone, Target opened 22 small-format stores near college campuses, including Penn State, the University of Maryland, and NYU, to accommodate students who need to pick up an outfit, new dorm room bedding, toiletries, or even groceries in one convenient location.

Publix, a popular Florida supermarket that offers online ordering, pick up, and delivery options, recently opened a new store directly on the University of Southern Florida's Tampa campus to assist car-less students with grocery shopping. According to Max Diaz and Samantha Larkin, supermarkets even look to capitalize on the college market near small campuses, like Juniata College in Huntington, Pennsylvania, where Diaz and Larkin are freshmen. The Weis supermarket near the Juniata campus is always packed with students.

Pharmacies like Walgreens and CVS have hundreds of locations near college campuses, satisfying the need for pharmacy care for students away from home. Penn State has three CVS stores within walking distance from the center of campus, and a fourth nearby. There are a number of pharmacies right near Towson University, and a CVS was just developed in uptown Towson within walking distance of campus. Likewise, at the University of Pennsylvania, there is a CVS store on each side of campus, along with a Rite Aid and third CVS a short drive away.

## Retail Impacts School Choice

Local retail greatly influences college students' decisions on which school to attend. Jake Aiello, a freshman at the University of Maryland, said, "I chose UMD because, being from New Jersey which is right outside New York City, I wanted a similar hub for entertainment, food, and shopping. Washington, D.C. and College Park both keep me excited and busy during the school year with everything there is to do nearby." Signe Diaz was attracted to the variety of retail surrounding her college choice, as well. "I wanted to be somewhere that had a lot of places to go and a lot of options to eat and shop. Also having Starbucks physically in my school building is a big bonus!" she said. College campuses will continue to be a hot spot for retail development as student populations increase and efficiency and ease of access remain high priorities for college students. 🍪



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The Criminal Fraud

# Wire Fraud





# Threatening Real Estate


**“Did you hear about Smith’s title company?”** They received a phone call from their client saying that the client had switched banks and therefore the wire had to be sent somewhere else. They did it and sent \$75,000 to fraudsters.”

Unfortunately, this isn’t a fictitious story. The title company name has been changed, but the scam was real. The company received a funds transfer agreement from their real sellers, but then received a phone call saying they had to change banks due to a relocation. The title company did the right thing and asked for a new form to be completed and sent it to the email address given to them over the phone. The seller from the phone call filled it out and sent it back. The phone call and the second form were both phony. Because the title company did not have cyber insurance, they lost the \$75,000 and their E&O insurance.

Criminals and fraudsters are becoming bolder and more sophisticated in their schemes, resulting in an increasing rate of victims. The FBI’s 2017 Internet Crime Report stated that in the real estate/rental sector alone there were more than 9,600 victims who lost an accumulated \$56 million. The type of fraud with the highest reported business losses globally in 2017 was Business Email Compromise, also known as Email Account Compromise, with losses totaling more than \$675 million. The report also noted that Pennsylvania ranked fifth in the number of reported victims of Internet fraud in 2017.

These scams often start with the criminal finding a weak link in a personal or business email account or using phishing techniques to obtain personal information. The victim can be any member of the real estate transaction — the agent, buyer, seller, mortgage lender, attorneys, and/or the title company. Once the fraudsters have compromised the email account, they typically sit and watch. They monitor the conversations back and forth and wait for the perfect time, usually toward the end of the transaction when communications pick up pace and it is easy to slip in without anyone noticing. They will either use their victim’s actual email account or they will create a fake account closely resembling it. They will copy everything from the email account including the signature line, addresses, and logos. Sometimes they will even provide a phone number to confirm the last-minute change, but it goes right to the criminal. Their goal is to get your money into their hands as soon as possible after settlement and it usually works.

BY RYAN P. MELLINGER, ESQ.



It is not just title companies that are the victims; it could be your client as well. An example is a couple in Colorado who lost their life savings during the purchase of their retirement home. The couple sold their previous home and planned to use the \$272,536 in proceeds as a down payment. Somewhere along the line, the hackers gained access to the accounts of someone in the transaction and the couple received an email with instructions on wiring the down payment in preparation for the settlement. In the lawsuit that followed against the mortgage lender, the real estate agent and mortgage broker alleged that “during the negotiation, inspection, and closing process, the defendants routinely sent sensitive financial information through non-secure email, violating their own and industry guidelines.” The money was never recovered from the scammers and the resolution between the defendants and the plaintiffs is unknown.

Is there a solution to this problem that doesn’t involve hiding under our desks? The hard answer is no. While the FBI and other state and local organizations have increased their efforts to take down the cyber hackers, the hackers seem to be one step ahead, using technology and industry knowledge to their advantage and making it harder to stop the fraud scheme once it starts.

- **Avoid free web-based email accounts. Establish a company domain name and use it to establish company e-mail accounts in lieu of free, web-based accounts.**
- **Be suspicious of requests for secrecy or pressure to act quickly.**
- **Do not use the “Reply” option to respond to business emails. Instead, use the “Forward” option and either type in the correct email address or select it from the email address book to ensure the intended recipient’s correct email address is used.**
- **Verify changes in vendor payment location by adding additional two-factor authentication such as having a secondary sign-off by company personnel.**
- **Confirm requests for transfers of funds. When using phone verification as part of two-factor authentication, use previously known numbers, not a number provided in the email request.**
- **Know the habits of your customers, including the details of, reasons behind, and amount of payments.**
- **Beware of sudden changes in business practices. For example, if a current business contact suddenly asks to be contacted via their personal e-mail address when all previous correspondence has been through company email, the request could be fraudulent. Always verify via other channels that you are still communicating with your legitimate business partner.**
- **Be very aware of emails that come before a long weekend or bank holidays. The scammers love to use these extra days to gain more time and distance between you and your money.**





If you believe you have become the victim of wire fraud, it is important to report the fraudulent wire transfers to both the sending and receiving banks as soon as possible after the transaction.

It is also imperative to contact the FBI and report the transaction to the FBI's Internet Crime Complaint Center at [www.ic3.gov](http://www.ic3.gov). Once 72 hours pass, the chances of getting the money back are slim to none.

On June 11, 2018, federal authorities announced a major coordinated law enforcement effort to disrupt international Business Email Compromise schemes that were designed to intercept and hijack wire transfers. Called *Operation WireWire*, the six-month maneuver culminated in 74 arrests, with 42 in the United States. The operation resulted in the disruption and recovery of approximately \$14 million in fraudulent wire transfers.

Even with this coordinated effort, all indications are that this fraudulent activity is far from over; in fact, we will most likely see an increase in the future. Recently, a new scam alert was sent from an underwriter where the criminals intercepted a request for a payoff. They sent the unsuspecting title company a payoff on bank letterhead saying that they would only accept wired funds for payment. After settlement occurred, the title company wired the funds expecting a satisfaction to be filed in the courthouse. A month later, the seller received a notice of payment from the mortgage company and contacted the title company, but by that time the money was long gone with no chance of ever being recovered.

Fraud is an issue that impacts everyone involved in the mortgage process, but by being proactive and making wire fraud a hot button issue in the industry, we can protect our colleagues and clients from suffering unimaginable losses. 😊



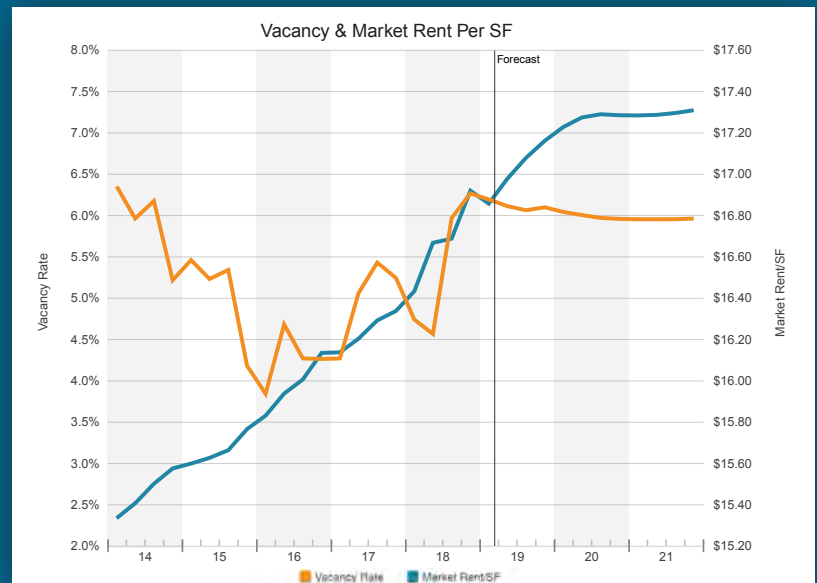
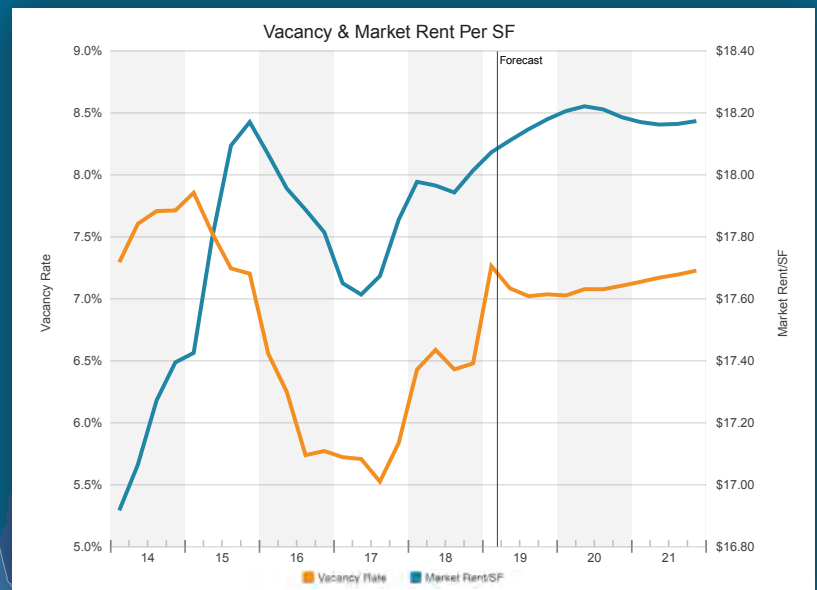
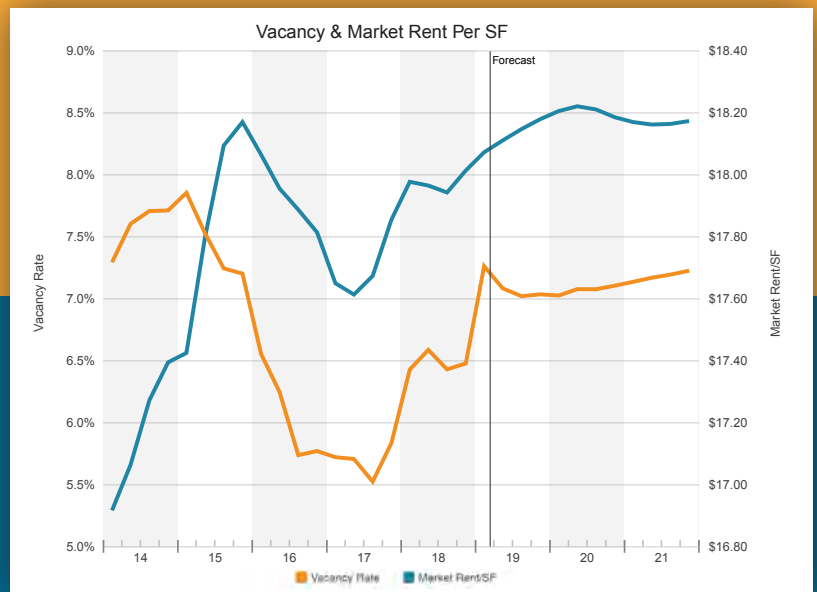
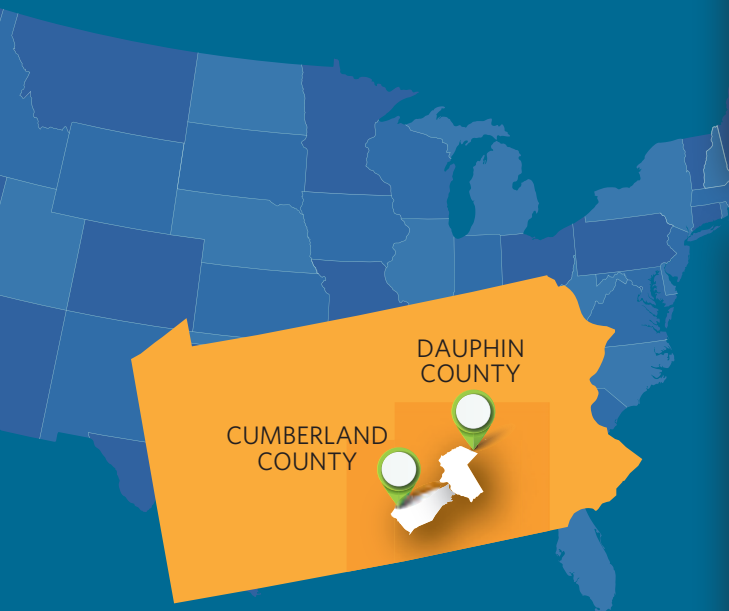
Ryan P. Mellinger, Esq. earned his law degree from Widener University in 2011. He joined a private practice for two years until he opened Prime Transfer, Inc. in Lancaster in 2013. In 2017, he expanded the company and opened a second location in Lemoyne. Prime Transfer, Inc. is an independent title company that prides itself on being very competitive in the local markets with a large emphasis on good customer service. For more information visit [www.primetransfertitle.com](http://www.primetransfertitle.com).



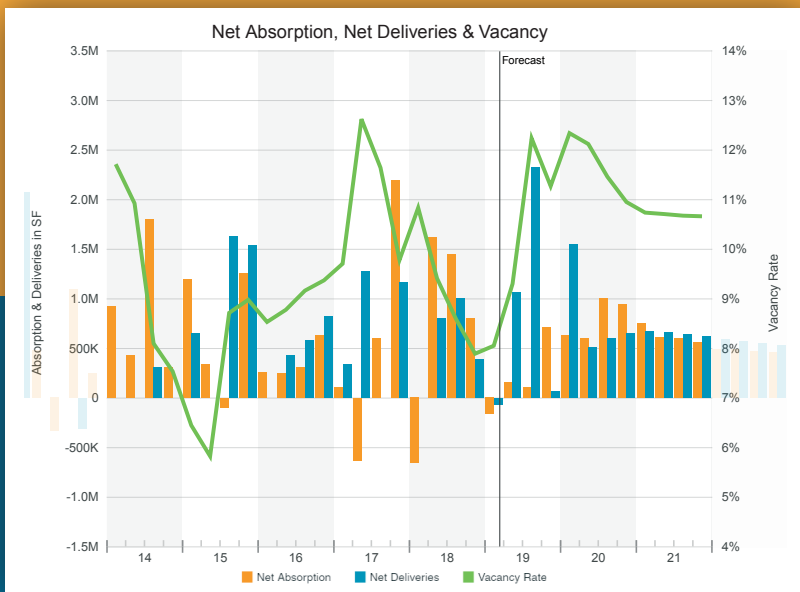
# Regional Data

REGIONAL DATA

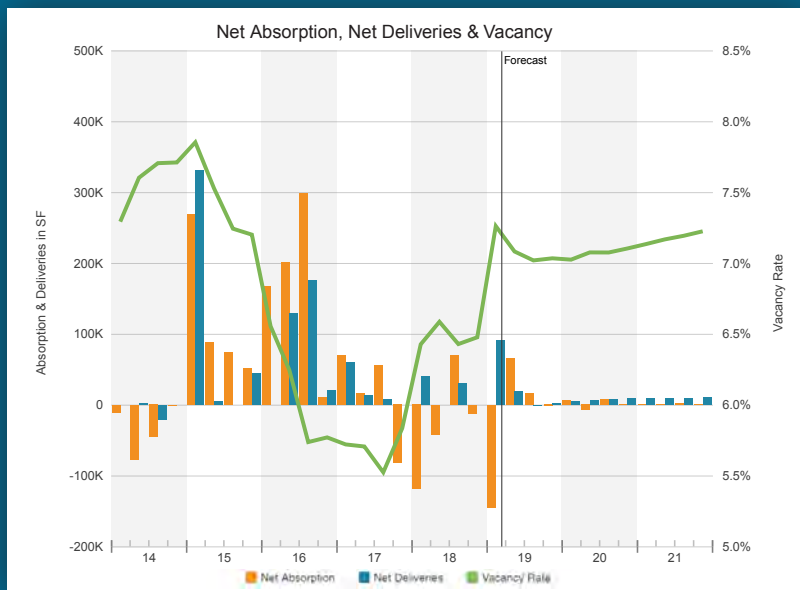
In an effort to bring our readers pertinent information regarding commercial real estate in the Greater Harrisburg Area, we are including the following graphs as part of the *Commercial Real Estate Review* for Dauphin and Cumberland County.



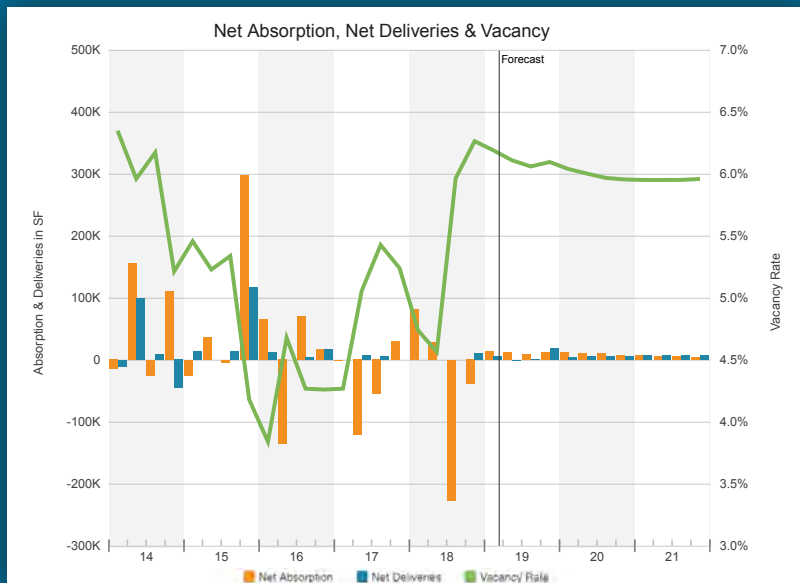




## Industrial



## Office



## Commercial/Retail



# THE HEALING ENVIRONMENT OF WATER

Aquatic therapy has tremendous rehabilitative potential for individuals of all ages, ranging from the treatment of acute injuries to overall health maintenance of many chronic diseases. Water therapy has been proven effective with a variety of conditions, including post-surgery rehabilitation, impaired balance, joint replacements, and chronic pain. Water provides physical properties that can help ease the rehabilitation process compared to land-based programs which can be inadequate for conditions such as osteoarthritis, fibromyalgia, joint replacements, anterior cruciate ligament (ACL) reconstruction, muscle weakness, gait disturbances, and neurological disorders.

BY RICH HARRIS



Exercising in water provides benefits that land-based programs cannot offer due to the principles of hydrodynamics. The physical properties of water, such as viscosity, hydrostatic pressure, thermodynamics, and buoyancy, create tremendous biological changes as the result of water immersion.

## **Buoyancy for Unweighting**

The buoyancy of water is created by submerging the body, which causes water displacement and the resultant force of buoyancy. To understand the benefits of buoyancy, consider that when the body is immersed in waist-high water to the umbilicus, approximately 50% of the weight of the body is reduced. Furthermore, when submerged to the chest, about 75% of the body's weight is reduced.

The result of this buoyancy, especially for individuals affected by arthritis or joint-related pain symptoms, is the ability to move more freely in the water. Clients can perform movement and activities with considerably less pain than on dry land. Likewise, it allows the participant to move with greater ease due to the sensation of feeling lighter in the water.

Patients who suffer from osteoarthritis are able to walk and even jog in water, thus improving their range of motion, strength, fitness, and overall function. One study demonstrated that participants significantly improved knee and hip flexibility, strength, and aerobic fitness while performing aquatic exercise while rehabilitating from arthritis.



## Gentle Resistance

Another attribute of water that creates an additional benefit to the therapeutic environment is hydrostatic pressure. Hydrostatic pressure is the pressure exerted by water on the body. This pressure improves circulation and provides more oxygen and nutrients to injured tissues as well as reduces edema from injured extremities. When moving or exercising in water, viscosity or the opposition of the water creates a sensation of drag or friction to the body that provides a gentle resistance that can be used to improve muscle strength. The greater the force the body applies to the water, the greater the resultant viscous force and therapeutic resistance provided. Therapeutic pool temperatures should be between 87 and 94 degrees in order to provide the most benefit regarding muscle relaxation, increased blood flow, and patient comfort to complement the other benefits of aquatic exercise mentioned previously.

## Stepping Into Recovery

Underwater treadmills help accelerate the recovery process for patients by utilizing all of the aforementioned attributes that water provides. Patients have the option to walk or move in multiple directions or even jog in water while taking advantage of the many benefits water creates. Many patients are able to walk greater distances and speeds than they could by walking on land-based treadmills or outdoors on side-walks or roads. Even older adult patients who have compromised balance or gait disturbances are able to walk safely and confidently without the fear of falling if the treadmill has side rails the patient can hold and use to help maintain their balance.

From a sports-related perspective, athletes can begin a more aggressive but safe rehabilitation process by running much sooner on an underwater treadmill than would be possible on land; providing them a head start toward returning to their sport. To illustrate this point, Vinit Patel (pictured below) suffered an ACL injury while playing college football.



He had ACL reconstructive surgery and with the approval of his surgeon, Patel began a running program on the underwater treadmill much sooner than a land treadmill would allow due to the many benefits of the aquatic environment. Buoyancy was particularly helpful in his case as it removed the stress of gravity from his newly constructed graft.

## Moving Forward with Aquatics

Physical therapy clinics considering whether an aquatics program could be the next step in enhancing its services or expanding its client base have certain considerations to address, including the task of researching and identifying a full-size pool or modular unit that provides the needed features at an acceptable cost. Budgets and target clientele vary. For example, one clinic may need only a modular unit equipped with an underwater treadmill that accommodates a single user and fits within an existing gym area, while another clinic may have the resources to build out a new space with a below-ground pool equipped with a movable floor, underwater cameras, underwater treadmills, or resistance jets.

## Ins and Outs of Pool Access

Clinics that install aquatic facilities will also need to address questions associated with how individuals will enter and exit the pool. This is especially important for clients who have limited mobility or motion-limiting pain, or who use wheelchairs or assistive devices. One solution is to install an ADA-approved pool lift. These are available from several manufacturers, which can be designed for above-ground or in-ground pools, and are equipped with features such as headrests, seatbelts, and flip-up arms.

The literature strongly supports participation in regular physical activity as a prevention strategy for improving health and preventing chronic disease. The Centers for Disease Control and Prevention (CDC) has recommended a weekly minimum of 150 minutes of physical activity to prevent the development of chronic diseases such as diabetes, hypertension, obesity, osteoarthritis, and cardiovascular disease. Many people affected by these conditions may find that the benefits of the aquatic environment allow them to be physically active and exercise more comfortably than land-based activity or exercise. 🌊



Rich Harris, MSc, CSCS, PTA, CES, CSAC, is the general manager of Fyzical Therapy & Balance Centers and has 19 years of experience working with physical therapy professionals and patients, as well as 27 years of experience in the fitness and wellness industry. Fyzical has two warm water pools at its Mechanicsburg location for aquatic wellness and therapy. For more information, email [mechanicsburg@fyzical.com](mailto:mechanicsburg@fyzical.com) or call (717) 591-3000.



# CURRENT LISTINGS

GROW YOUR BUSINESS BY EXPANDING INTO  
ONE OF THESE LISTINGS FOR LAND, COMMERCIAL,  
OFFICE, INDUSTRIAL OR INVESTMENT SPACE.

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Confidential	Harrisburg	23

LAND	CITY	PAGE
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3243 Pennwood Road	Harrisburg	38
638 & 651 Alricks Street	Harrisburg	38




**NEW  
SALE**

**5660 Lancaster Street, Harrisburg**

19,300 SF great investment opportunity. This three-story property has two floors fully leased (16 apartments total; eight three-bedroom and eight two-bedroom). The first floor features commercial space that could be leased out or renovated into 3+/- additional apartments. Excellent location with quick access to major highways. Price includes the 16-unit apartment building and an additional acre (+/-) that can be used for future development of another 10+ units.

**SOLD**

**1800 Columbia Avenue, Lancaster**

1,350 SF great investment opportunity directly across from Wheatland Center and two miles west of Downtown Lancaster. This property sits on a heavily traveled retail corridor and is 3.5 miles from the Route 283 and Route 741 interchange. Business is not for sale. Tenant has just signed renewal until December 2028.

**SALE**

**Confidential-Harrisburg**

28,000 SF well-maintained, 3-story masonry building overlooking the Susquehanna River. Five (5) year lease renewal started January 1, 2019. No deferred maintenance. On-site parking available. Signed CA needed for additional information.



## Accepting Donated Items For Summer Event

**Support Children with Special Needs  
in Central PA**

**We are looking for kid-friendly** promotional/give-away items to be donated to children attending our "Seussical The Musical JR." event this summer.

### Kid-friendly item examples:

Crayons, markers, small toys, stress balls, water bottles, bags, cups, coupons, activity books, sunglasses, gift cards and more!

**Accepting items until July 23, 2019.**

**Receive recognition** in print and online marketing mediums as well as event handouts.

**Contact: Leah Wentz at (717) 710-3528  
or [lwentz@naicir.com](mailto:lwentz@naicir.com)**

### Monetary donations also accepted:

TrueNorth Wellness Services  
5351C Jaycee Avenue, Suite 1  
Harrisburg, PA 17112  
ATTN: Elspeth Williams

Checks should be made payable to:  
"TrueNorth Wellness Services"

**NAI CIR**  
Bill Gladstone Group  
[www.billgladstone.com](http://www.billgladstone.com)

**trueNorth**  
WELLNESS SERVICES  
inspiring healthy living  
[TrueNorthWellness.org](http://TrueNorthWellness.org)





# LAND LISTINGS

**NEW  
SALE**



**5650 Derry Street, Harrisburg**

Up to 2.5 acres of vacant commercial/office land located moments from the Route 322 and 283/83 interchange. Good visibility along Derry Street and over 230' of frontage. It could also be an opportunity for additional parking for the 5620 Derry Street building (10,500 +/- SF).

**NEW PRICING  
SALE**



**100 Narrows Drive, Lebanon  
NEC of US Route 422 and Narrows Drive**

**New pricing!** 2.2 +/- acres at the intersection of Route 422 and Narrows Drive adjacent to Holiday Inn Express. Site has level topography, stormwater management plan already approved and driveway permits from the township. All the site needs is a user to obtain plan approvals for their building and parking.

**SALE**



**Eisenhower Boulevard, Harrisburg**

Over 5 acres of relatively level land with 770' of frontage on Eisenhower Boulevard. Property is located next to Cindy Rowe Auto Glass and close to the PA Turnpike and Route 283. Great for a commercial or retail user.

**SALE**



**Gettysburg Pike &  
Spring Lane Road, Dillsburg**

14.92 acres available in this developable site adjacent to restaurants, convenience stores, offices, and many residential units. Property has good highway visibility and access via a traffic controlled intersection.

**LEASE**



**8001 Grayson Road, Harrisburg**

2.25 Acres available in a high-profile and convenient location along Route 322 with access from Grayson Road. There are several opportunities for redevelopment. Building sizes are flexible.

**SALE**



**Route 441 & Orchard Drive, Harrisburg**

8.34 Acres available with controlled intersection and utilities on-site. Ideal opportunity for a church relocation or home business on this vacant parcel. Close to the Harrisburg Mall, TecPort Business Campus and great access to Route 283, I-83 and the PA Turnpike (I-76).



**SALE**

**7700 Derry Street, Lot #4, Harrisburg**

1 Lot remains - 2.12 acres available for sale. Take advantage of current interest rates and join in on the expansion of this prime location between Hershey and Harrisburg. You can spec design your next space from the ground up. Flexible zoning allows for a variety of commercial, office and light flex uses. Easily accessible to US Route 322 and all of the Central PA highway network.

**SOLD**

**Lancer Street, Harrisburg**

Over 7.5 acres of semi-wooded, multi-family ground for sale in well-established, multi-family community. Excellent proximity to all services, shopping, transportation and more. Perfect for townhome development (approved for 37 units).

**LEASE**

**Bent Creek Blvd, Lot 2, Mechanicsburg**

2.02 Acres available in highly visible corner at the entrance at one of West Shore's most prominent business parks. Being at a corner with a traffic light and within close proximity to the Wal-Mart and Giant shopping centers, this tract offers a great location for a variety of retail/commercial uses.

**SALE**

**Eisenhower Blvd & Highspire Rd, Harrisburg**

Nice 10-acre site on Eisenhower Boulevard with easy access to Route 283, I-83 and PA Turnpike (I-76). This site is surrounded by commercial, retail and industrial development and the Commercial General zoning permits virtually any of these like uses for future development. **New pricing!**

**SALE**

**730 Limekiln Road, New Cumberland**

Over 8 acres of land available within a 1/4 mile of the Limekiln Road exit off I-83. Good for a variety of commercial uses. Some visibility to travelers going eastbound on the PA Turnpike. **Price reduced!**

**SALE**

**Allentown Boulevard, Harrisburg**

17+ Acres available for sale along busy Allentown Boulevard with over 2,200' of frontage. Zoned Commercial Highway (CH) with multiple uses being possible. **Price reduced!**





# LAND LISTINGS

**SALE**



Linglestown Road, Harrisburg

Over 60 acres of land, zoned Agricultural Residential for sale in Lower Paxton Township. Located off Linglestown Road with access also available from Piketown Road, just moments from several of Harrisburg's major thoroughfares. **Price reduced!**

**SALE/LEASE**



2600 Delta Road, Brogue

Two parcels totaling 9.15 acres available for sale or lease in York County next to Rutter's Farm Store. Properties have good visibility on Delta Road (Route 74) and easy ingress/egress.

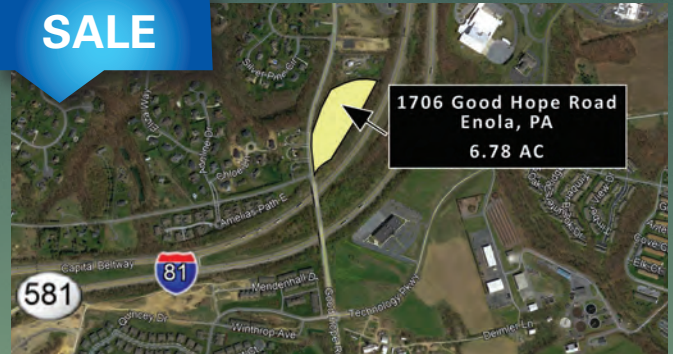
**SALE/LEASE**



3050 Heidlersburg Road, York Springs

Excess land around the new Rutter's in York Springs. Over 18 acres available for multiple users. Quick access and good visibility from Route 15.

**SALE**



1706 Good Hope Road, Enola

6.78 Acres of land in highly desirable Hampden Township. Property has excellent visibility from Good Hope Road and I-81 and is zoned Office Park, which is a suitable environment for business, professional, financial and governmental offices adjacent to or conveniently accessible to major transportation corridors.

**SALE**



349 Pleasant View Road, New Cumberland

Nearly 46 acres of land with visibility and quick access to I-83. Property is zoned Commercial Business which allows a variety of uses including hotels, mini-storage warehouses, motels, professional businesses, and medical offices. The parcel can be sub-divided to 5 acre lots. Water is available adjacent to site.

**SALE**



I-81 and W. Trindle Road, Carlisle

Two parcels for sale along W. Trindle Road, directly off I-81. Build on parcel 1 for maximum exposure. Additional parking as needed would be available on the 0.55+/- acre Parcel 2. **Price reduced!**



**SALE**

**700 S. Baltimore Street, Dillsburg**

5.23 – 57.5 Acres available made up of three parcels with great topography and accessibility from Baltimore Street (Route 74). Only moments from Route 15, a truly unique opportunity with a great country setting for a residential neighborhood. Properties can be sold together or individually.

**PENDING**
**SALE**

**503 Jonestown Road, Jonestown**

7.91 Acres of commercial land located at a signalized intersection of Route 72 and Jonestown Road. Quick access to Route 22 and 322, and I-78.

**SALE**

**W. Suncrest Drive and Spring Road, Carlisle**

Five (5) land parcels available in the commercial/light industrial zoning of North Middleton Township. One lot has good access and visibility from Spring Road. The remaining four parcels are tucked in a cul-de-sac just off Cavalry Road.

**LEASE**

**7700 Derry Street, Lot #8, Harrisburg**

2.3 Acres available at high traffic area at a signalized corner, adjacent to new Rutter's Farm Store, Members 1st Credit Union and Susquehanna Bank branches. Surrounding area is densely populated with residential, business and office parks, and other commercial/retail businesses.

**SALE**

**St. Johns Road, Camp Hill**

Great opportunity to purchase a site zoned for professional/medical office use and commercial/retail use. There are many professional neighbors surrounding the site, including two business parks. Close location to the Capital City Mall and its surrounding commercial/retail neighbors. Quick connection to US Route 15 and the PA Turnpike (I-76).

**SALE**

**Waterford Square, Carlisle Pike (Route 11), Mechanicsburg**

Located on Mechanicsburg's rapidly expanding Carlisle Pike, Waterford Square is perfectly positioned to cater to the strong business growth in the area. Over 8.5 acres remain in the park. Excellent access to major transportation routes.





# LAND LISTINGS

**SALE/LEASE**



**370 W. Main Street, Leola**

Two pad sites available in a growing area with high visibility and easy access. Join the new Rutter's Farm Store on Main Street/New Holland Pike in Leola.

**SALE**



**Peters Mountain Road & River Road, Halifax**

Good retail site in growth corridor of Northern Dauphin County. The 5+/- acre tract is generally level and has over 600 feet of frontage on busy Route 147/225.

**SALE**



**1900 State Road, Duncannon**

9.46 Acres of level land with great frontage and visibility along Route 11/15. Property is zoned Commercial which allows a large variety of commercial, retail and business uses.

**SALE/LEASE**



**Route 75 & William Penn Highway, Mifflintown**

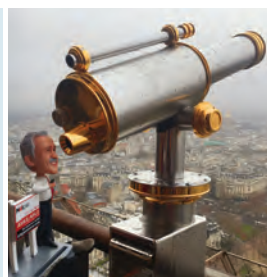
Join Rutter's in Juniata County. The new store (their 63rd location) opened in the summer of 2016 and excess land is available for a variety of users. The site is located right off the Port Royal, PA exit and easily accessible for large trucks and heavy volumes of car traffic. **Public water and sewer available.**

## Do You Own a **Bobblehead**?

**Snap a Selfie!** Be **BOLD**, snap a selfie with your Bill Gladstone Bobblehead and submit it to us to be featured online.

**Camera Shy? NO PROBLEM!** Take a picture of the bobblehead with a unique background, special destination, or workplace with company logo.

Get your pictures **FEATURED** on **Social Media** for your friends and co-workers to see. Email [marketing@billgladstone.com](mailto:marketing@billgladstone.com).



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ARE YOU LOOKING TO EXPAND YOUR CURRENT SPACE OR PREPARING TO FIND A NEW PROPERTY?

If you are in the market for commercial, office, industrial, retail, warehouse or land properties, we can assist you in finding the right one quickly. Additionally, if you have a property you would like to sell or lease, we can handle that for you as well.

Let the Bill Gladstone Group of NAI CIR be your first step in finding a solution for your commercial real estate needs.

**NAI CIR**  
Bill Gladstone Group







## COMMERCIAL LISTINGS



**SALE**

2801 N. Third Street, Harrisburg

62,621 SF available for sale in this stunning landmark in the City of Harrisburg. The Zembo Shrine Center was beautifully constructed with the Moorish Revival style architecture and has been well-maintained throughout its years. Over 300 lined parking spaces.



**SALE**

110 Altoona Avenue, Enola

4,594 SF freestanding commercial building with good visibility. Property has been well-maintained over the years and offers an open floorplan which allows for a variety of uses.

**SUBLEASE**



4856 Carlisle Pike, Mechanicsburg

34,450 SF available in this attractive, updated showroom space with a warehouse area in the back and a large open office area on the second floor. Located in the Hampden Center in Mechanicsburg.

**LEASE**



415 Market Street, Harrisburg

5,918 SF available on the first floor in the Harrisburg Transportation Center in Downtown Harrisburg. In walking distance to all the downtown restaurants, amenities, and Riverfront Park.

**LEASE**



1421 N. Third Street, Harrisburg

953 SF available in this great leasing opportunity in completely renovated and updated building in the heart of thriving Midtown Harrisburg. Neighbors include HACC Technology & Trade Campus, Susquehanna Art Museum, Midtown Cinema, Broad Street Market, The Midtown Scholar Bookstore (two blocks away), Millworks, Yellow Bird Cafe and much more. **Price reduced!**

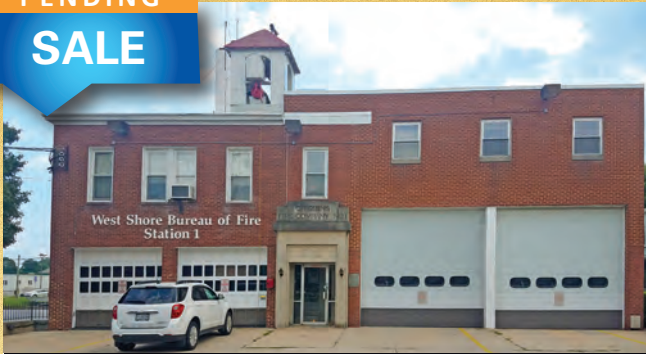
**SALE**



5 N. Market Street, Duncannon

2,854 SF prime retail/commercial space in the Borough of Duncannon. This former bank boasts a notable exterior facade and a clean, functional interior. **Price reduced!**



**PENDING  
SALE**

**326 Herman Avenue, Lemoyne**

The chance to purchase the former West Shore Bureau of Fire station should set off sparks in the minds of resourceful buyers. This 7,357 SF property is located in the heart of Lemoyne Borough. The firehouse has kept some of its original charm and features but has also had renovations to 'keep up with the times' including additions, an upgraded AMP service, updated kitchen area and ADA restroom (first floor). Office and retail uses would be allowed with a zoning change. **Price reduced!**

**LEASE**

**5129 E. Trindle Road, Mechanicsburg**

Brand new retail or office space along Trindle Road. Great visibility and parking. The 4,000 +/- SF is an open shell - ready for your finishing touches.

**LEASE**

**665 Market Street, Lemoyne**

The 1,000 SF open floorplan allows for good retail or office space. Market Street is a well traveled area in Lemoyne.

**NEW  
SALE**

**5620 Derry Street, Harrisburg**

10,500 SF newly renovated building conveniently situated on Derry Street, just moments from Route 322 and 283/83 interchange. The building underwent major upgrades in 2017 and has been well-maintained throughout the years. The unique set-up offers many possible options for an office or commercial user. Up to 2.5 +/- acres of vacant land adjacent to the property (5650 Derry Street) is also available for sale.

**PENDING  
SALE**

**3424 N. 6th Street, Harrisburg**

2,500 SF gorgeous café available located along North 6th Street in Harrisburg. The beautifully decorated restaurant has great seating options, including a courtyard and a full kitchen. Recently updated, the second floor apartment allows for the owner to stay on-site or for additional income. **Price reduced!**

**NEW  
LEASE**

**611 North 12th Street, Lebanon**

Join Save-A-Lot grocery store in this newly constructed shopping center located in Lebanon City. Tenants can acquire one suite (25' x 64') or all five up to 8,000+/- SF for retail or office use. The vanilla shell is ready for the finishing touches.





## OFFICE LISTINGS

### LEASE



1801 Oberlin Road, Middletown

500 - 5,074 SF available in this charming three-story stone structure with professional office tenants. Convenient access to both Harrisburg and Lancaster. Easy access to Harrisburg International Airport.

### NEW

### LEASE



28 E. Main Street, New Kingstown

Hard to find flex space in Silver Spring Township. The suite features approximately 1,376 SF of freshly updated (new paint, cleaned carpets) office space and an adjacent 720 +/- SF of warehouse space. Former use was an office for a transportation company.

### LEASE



208 N. Third Street,  
Suite 400, Harrisburg

2,500 - 4,542 SF completely renovated and updated suite on the 4th floor. This historic building faces the Capitol Complex with great window lines. All the downtown amenities are a few steps from the doors and parking is a block in every direction.

### SALE/LEASE



2151 Linglestown Road, Harrisburg

2,023 SF first floor condominium in the Saratoga Office Center available for sale or lease. Currently built for a medical user, but would work well for other office users. Located close to Colonial Park, Downtown Harrisburg and all Interstate Highways. **Price reduced!**

### LEASE



156 Cumberland Parkway, Suite 200,  
Mechanicsburg

1,843 SF first floor office space available in this Class A, high-profile building. The location offers easy access to Route 15 and the PA Turnpike (I-76), plus great local amenities. It is hereby disclosed that a partner in the ownership of this property is a licensed real estate salesperson in the Commonwealth of Pennsylvania.

### LEASE



5275 E. Trindle Road, Mechanicsburg

2,318 - 7,018 SF available in this open, corner office suite offering functionality and usability. There are many private offices and large conference room(s) lining the perimeter. This professional office space features executive sized offices, private in-suite restrooms and two entrances. Space can be left as one large suite or made into two suites; Suite A - 2,318 RSF and Suite B - 4,133 RSF.



**LEASE**

**30 N. Third Street, Harrisburg**

1,443 – 20,112 SF Class A office building with many desirable features including a marble lobby and a skywalk to Strawberry Square, Walnut Street garage, Harrisburg Hilton, Whitaker Center, etc. The building is Energy Star Certified and utilizes the latest energy management systems for optimal energy efficiency. The building offers a 24-hour security system with on-site management. Located directly across from the Capital Complex and Federal Building and a few blocks from the City and County Administrative Offices/Courthouses.

**PENDING  
SALE/LEASE**

**130 State Street,  
Harrisburg**

955 SF available for lease along the State Street corridor leading to the steps of the Capitol Complex. Ideal for lobbyist, attorney or other professional who visit the City frequently and could benefit from having a local office. The space features three offices, conference room and a private restroom. First floor conference (with private kitchen and restroom) is available for use. Entire 3,060 SF building available for purchase. **Price reduced!**

**SALE/LEASE**

**1001 S. Market Street, Mechanicsburg**

2,380 SF available in this two-story professional medical office. Recently renovated with high quality finishes and an efficient floorplan. Desirable location in Southpoint Office Center at the intersection of Market Street and Shepherdstown Road and near Cumberland Parkway exit of Route 15.

**LEASE**

**205 Grandview Avenue, Camp Hill**

27,944 SF (10,869 SF contiguous) Class "B" medical/office building available. The building is located in a prestigious West Shore location and boasts gorgeous views. Property is undergoing major renovations including new HVAC units and exterior painting. **Call for details on free rent promotion. (Promotion ends at owner's discretion.)**

**NEW  
LEASE**

**3507 Market Street, Suite 102, Camp Hill**

Located within the heart of the West Shore, this aesthetically pleasing building has one 1,300 SF suite available for lease. The property is centralized on Camp Hill's main artery and is close to many restaurants and businesses.

**NEW  
SALE/LEASE**

**3759 Peters Mountain Road, Halifax**

Freestanding brick building, located right along heavily traveled Peters Mountain Road. The 2,464 +/- SF building has been well-maintained and is perfectly suited for a professional office or retail user.





# OFFICE LISTINGS

**NEW  
LEASE**

**1100 N.  
Mountain  
Road,  
Harrisburg**



2,630 SF large and open office suite available in this brick, single-story office building in Lower Paxton Township. Great signage and visibility on Mountain Road as well as close proximity to I-81.

**LEASE**

**112 Market Street,  
Harrisburg**



1,500 – 5,910 SF available in this great downtown location, directly across from the Dauphin County Courthouse. Easy access to all the downtown business and entertainment districts. The fifth floor suite was recently renovated with expansive views of the Susquehanna River. Parking is available in the Market Square Garage at market rates.

**LEASE**



**4386 Sturbridge Drive, Harrisburg**

3,600 SF available – open floorplan. Newly constructed Class A office space for medical or professional use. Located along Linglestown Road (Route 39) with close access to lodging, Super Giant store, eateries, gas, banking, and all major transportation corridors. **Price reduced!**

**LEASE**



**800 N. 3rd Street, Harrisburg**

Suites ranging from 358 – 1,207 SF available in prominent downtown office building across from the State Museum and one block from the Capitol Complex. This is a perfect location for attorneys and associations. On-site parking available and many other amenities are available to Tenants.

**SALE/LEASE**



**920 Linda Lane, Camp Hill**

10,000 SF nicely finished office space, conveniently located on the SWQ of the US Route 15 and PA Route 581 interchange, with sign exposure to each highway. Upon completion of PennDot's US 15/ PA 581 project, Linda Lane will be accessible from a full signalized intersection. 5,754 SF available for lease.

**LEASE**



**415 Market Street, Harrisburg**

Suites ranging from 266 – 4,453 SF on the second and third floors. Located in Enterprise Zone; permits professional offices, personal services and other common office use. In walking distance to all the downtown restaurants, amenities, and Riverfront Park. **HALF-PRICE RENT for the first year on a 3 or 5 year deal. (Promotion ends October 31, 2019.)**



**SALE**

**5006 E. Trindle Road, Mechanicsburg**

Condominium units now available for sale in this building. Three suites in this building with 2,113 – 5,113 SF contiguous available. They can be sold individually for owner/user or together as an investment. This is an excellent location in a newly developed area of Hampden Township.

**SALE**

**5010 E. Trindle Road, Mechanicsburg**

Excellent location in newly developed area of Hampden Township. One condominium (Suite 200) – 3,895 SF unit available for sale. Can be sold for owner/user or as an investment.

**LEASE**

**212 N. Third Street, Harrisburg**

One fully furnished 500 SF suite available in this attractive brick office building. Perfectly suited for attorneys, lobbyists, associations or any other professional user. The building is centrally located just steps from the Capitol Complex as well as many eateries, retail shops and downtown attractions. New aggressive rates include in-suite janitorial.

**LEASE**

**3780 Trindle Road, 2nd Floor, Camp Hill**

Centrally located on Trindle Road, this building has great visibility and excellent access. The 790 SF second floor suite features three offices and reception area. The property is very well-maintained and the furniture in the suite is available for sale or it can be removed.

**NEW  
SALE**

**5650 Lancaster Street, Harrisburg**

12,571 SF newly renovated building conveniently situated on Derry Street, just moments from Route 322 and 283/83 interchange. The building underwent major upgrades in 2017 and has been well-maintained throughout the years. The unique set-up offers many possible options for an office or commercial user.

**SALE**

**4825 E. Trindle Road, Mechanicsburg**

1,304 SF available in this E. Trindle Road location. The building lays out well for a small professional/business office. As an investment there is one acre of land for a potential larger office or construction of multi-family units behind the office building. There are numerous possibilities with this property.





## OFFICE LISTINGS

**LEASE**



24 Northeast Drive, Hershey

3,000 - 4,403 SF available in this functional, single-story office building in prominent Hershey location. Perimeter window line can be expanded to suite tenant's specs. 35+/- parking spaces in common with all tenants in building, and over 100 parking spaces available nearby.

**NEW  
LEASE**



1007 N. Front Street, Harrisburg

1,000 - 12,500 SF attractive office space on North Front Street with beautiful views of the Susquehanna Riverfront. The entire building is going through interior upgrades and boasts new carpet, fresh paint and many amenities including large shared conference room, a court-yard with seating, parking, wi-fi and even some furniture may be available.

**LEASE**



3425 Simpson Ferry Road, Camp Hill

One suite available (2,746 SF). Office area has great perimeter window lines designed for professional users. There is ample parking on-site and easy access to Route 15, Route 581 and the PA Turnpike (I-76). Amenities close by include banks, restaurants, shopping and convenience stores.

**SALE/LEASE**



346 York Road, Carlisle

This nearly 50,000 SF property offers immense versatility and opportunities. It is located just moments from the Carlisle Crossing Shopping Center, Carlisle Airport and I-81. **Price reduced!**

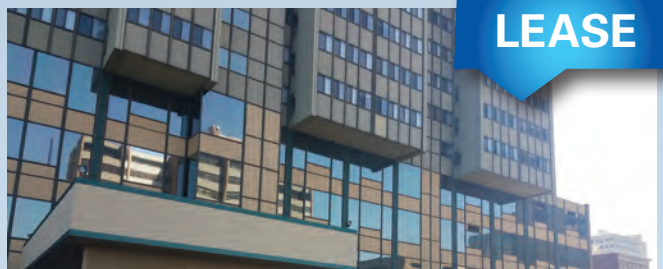
**SALE**



1223 E. Chocolate Avenue, Hershey

2,850 SF available in this beautifully kept, freestanding office on heavily traveled E. Chocolate Avenue. The space is very versatile and will lend itself to a variety of users. Features include a first floor office area with reception/waiting, offices, a conference room and kitchenette. The second floor has a two-bedroom apartment that is rented on a short-term basis. Storage areas are abundant throughout.

**LEASE**



301 Chestnut Street, Harrisburg

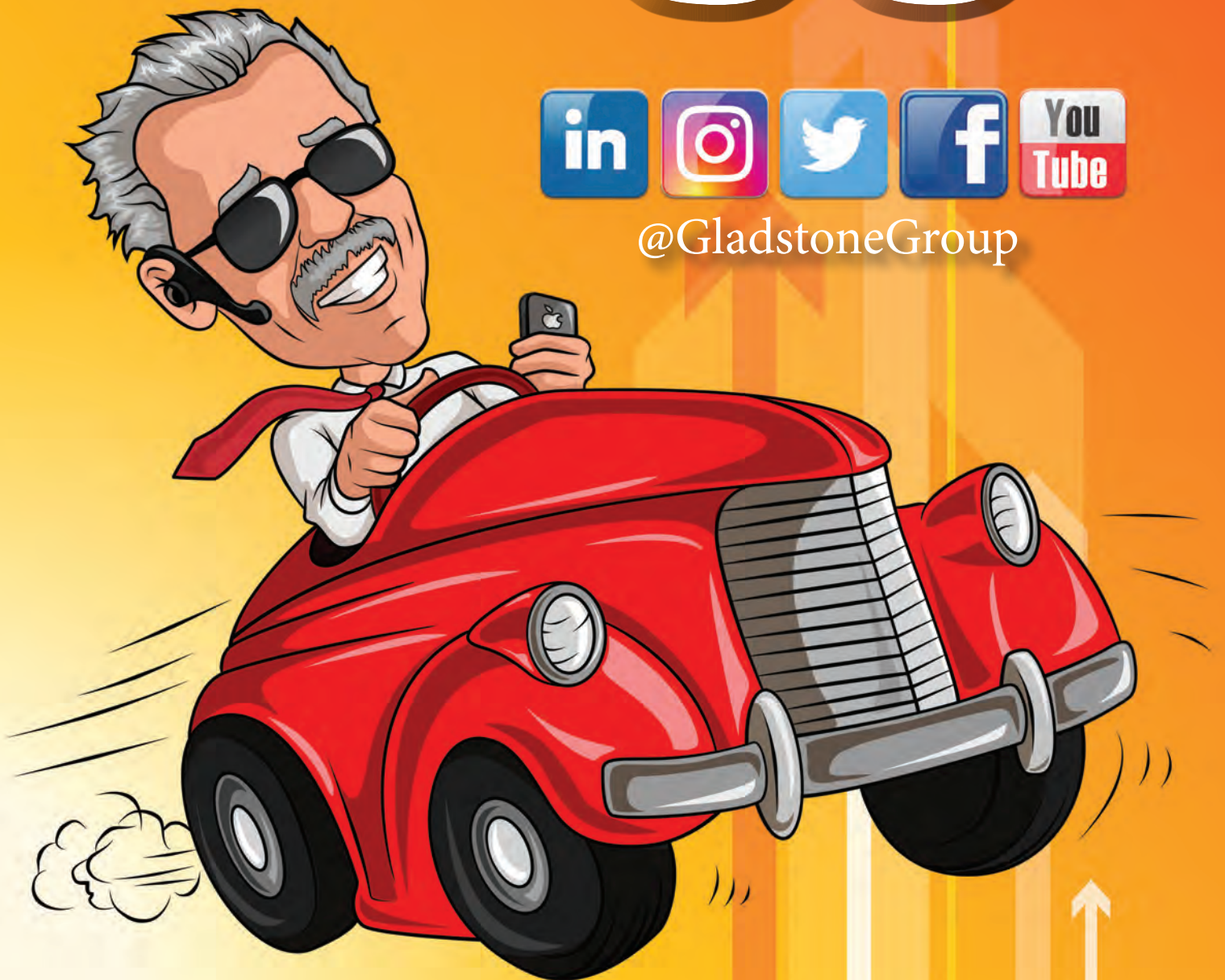
524 - 10,918 SF (22,126 SF total) available at Pennsylvania Place. This is a one-of-a-kind development for the Harrisburg market that includes over 50,000 SF of Class A office space in the City's thriving downtown district. The building offers an ultimate level of visibility, functionality and sophistication. On-site parking, workout facility, a swimming pool and high-end finishes embody the urban luxury of this high-rise mixed-use building.



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## INDUSTRIAL LISTINGS



**NEW  
SALE**

**140-148 Ole Lane, Grantville, PA**

This nearly 1,400 SF industrial building sits upon over 2 acres of paved parking. Perfect for a trucking company or any industrial user needing quick access to I-81.



**SOLD**

**3243 Pennwood Road, Harrisburg**

This 6,000 SF property is conveniently located in Harrisburg with access to I-81 and I-83. It can be purchased in conjunction with 638 (paved and fenced parking lot) and 651 Alricks Street and/or 700 Angenese Street. Also an adjacent caretaker's house can be purchased for \$120,000 if desired.

**SALE**



**700 Angenese Street, Harrisburg**

29,280 SF functional warehouse property for sale along the 6th Street industrial corridor. Convenient access to I-81, Route 22/322 and the City. This property can be purchased in conjunction with 638 and 651 Alricks Street. A 5,500 SF temporary canvas building has been setup at this location, which can also be purchased for an additional cost.

**SALE**



**638 & 651 Alricks Street, Harrisburg**

20,000 SF freestanding warehouse along the 6th Street industrial corridor. The building is clean, well-maintained, and functional. Additional land across the street (638 Alricks Street) is also available for sale.

**NEW  
LEASE**



**151 Allendale Road, Mechanicsburg**

31,095 SF hard to find, completely updated warehouse space in Mechanicsburg. Tenant's suite features frontage along Simpson Ferry Road, vanilla shell office space, ready to be built-out and a warehouse with 14'6" clear ceilings, two drive-in's (12'x12'), sprinklers and new LED lighting. Convenient access to Route 15, Route 581 and I-81.





## HARRISBURG COMMERCIAL REAL ESTATE REVIEW/REPORT SEEKING WRITERS

Get the added recognition you deserve by sharing your expertise in one of the Bill Gladstone Group of NAI CIR publications! This includes our monthly Newsletter (Report) and quarterly Magazine (Review).

We are looking for a mix of industry related topics that our list of over 4,000 subscribers will find informative. Topics can include finance, development, architecture, technology, wellness and much more.

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Audrey Kimmel (L) is not a licensed REALTOR.



**BILL GLADSTONE GROUP  
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If you are in the market for commercial, industrial, office or land property in the Greater Harrisburg Area, the Bill Gladstone Group of NAI CIR can help. Let them be your first step in finding a solution for your commercial real estate needs!

